

# **Luis Miguel Conchas Quintero**

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## **PROFESSIONAL OBJECTIVE**

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To work in a professional environment with spaces that allow personal development and permanent challenges, contributing directly to the management and improvement of the results of the organization.

Dynamic, team spirited and performance-driven, adaptable and creative.

## **EDUCATION**

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August 2011 – May 2014

**Universidad Anáhuac Sur**

Bachelor's degree – International Business Administration

Language: Spanish / English

## **WORK EXPERIENCE**

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### **Head of Business development**

**June 2019 – Ongoing**

**ZENITH HOLDING MÉXICO**

Project management for Repowering of CC for CFE and PEMEX

Negotiating and closing business relationships.

Execute and manage a sales strategy and processes.

Locate and propose potential business deals by contacting potential partners; discovering and exploring opportunities.

Business model development for Virtual gas pipelines / Renewable natural gas / PV / Energy Audits

### **Sales & Business development**

**May 2017 – June 2019**

**ALFA TECH**

Build market position by locating, developing, defining, negotiating, and closing business relationships.

Execute and manage a sales strategy and processes

Locate and propose potential business deals by contacting potential partners; discovering and exploring opportunities.

Screening potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities; recommending equity investments.

## **Accomplishments**

Developed a strong commercial partnership with top companies that have the most efficient and outstanding technologies and services of the energy market, creating a bridge between the client and one or more of our business partners.

Clients: DEL MONTE ICMOSA, IDESA, RICH, L'ORÉAL, UNILIVER, SPORTIUM, GOVERNMENT (METRO CDMX/ SL PENITENTIARY)

**Commercial Representative**  
**November 2016 - December 2017**

**SUMEX**

Conduct precise customer meetings and presentations to close energy supply contracts  
Develop a national sales partner program, increase market share through direct management of sales teams.  
Build market position by locating, developing, defining, negotiating and closing for more than 30 qualified users.  
Develop strategy design focused on state energy supply (PPA backed with cogeneration plants), meeting and negotiating with heads of state for Hidalgo, Puebla and 8 other government entities.  
Negotiating with energy generators in Guatemala for the coverage of clients in the Yucatan peninsula.

**Founder and Managing Director**  
**June 2014 – December 2016**

**Tari Treatment & Organic Green**

Responsible for leadership, administration & execution of projects.  
Marketing and Sales – creation and management of KPIs  
Cost reduction & new release projects.  
Investment attraction<sup>[1]</sup>  
New channels – distribution of organic fruit and vegetables (Organic Geen) \*Ongoing business

**HR – BP GTM**

**February 2014 – June 2014**

**Unilever México**

Business partner for the areas of Marketing, R&D and Sales  
Profile analysis, organization of selection panels and interviews with candidates.  
Management of savings through the HC - Sales  
Evaluation and calibration of matrix for employees of the area.

**HR – BP Marketing – R&D**

**June 2013 – February 2014**

**Unilever México**

Business partner for the areas of Marketing and R & D  
Profile analysis, organization of selection panels and interviews with candidates.  
Leader of the marketing capabilities project - specialization courses  
Evaluation and calibration of matrix for employees of the area.

**HR BP**

**August 2012 – June 2013**

**GE- Global Operations Finance**

Profile analysis, interview with candidates and documentation of the process selection  
Support to HR Operations with Flexible Benefits  
Policy creation (Languages / sports)  
Responsible for HR for the SSS system  
Organization of trainings, special events and feedback sessions in Mexico and the Andean Region

### **PROFESSIONAL INTEREST AREAS & EXTRACURRICULAR ACTIVITIES**

Business Development, Business Administration, Business Strategy, Sustainable & Renewable Energy, Project Management, Management, Innovations, Startups. <sup>[2]</sup>

### **EXTRACURRICULAR**

**Vice-president of Energy of the Commission of Young Industrialists of the CONCAMIN.**